

FIG. 1

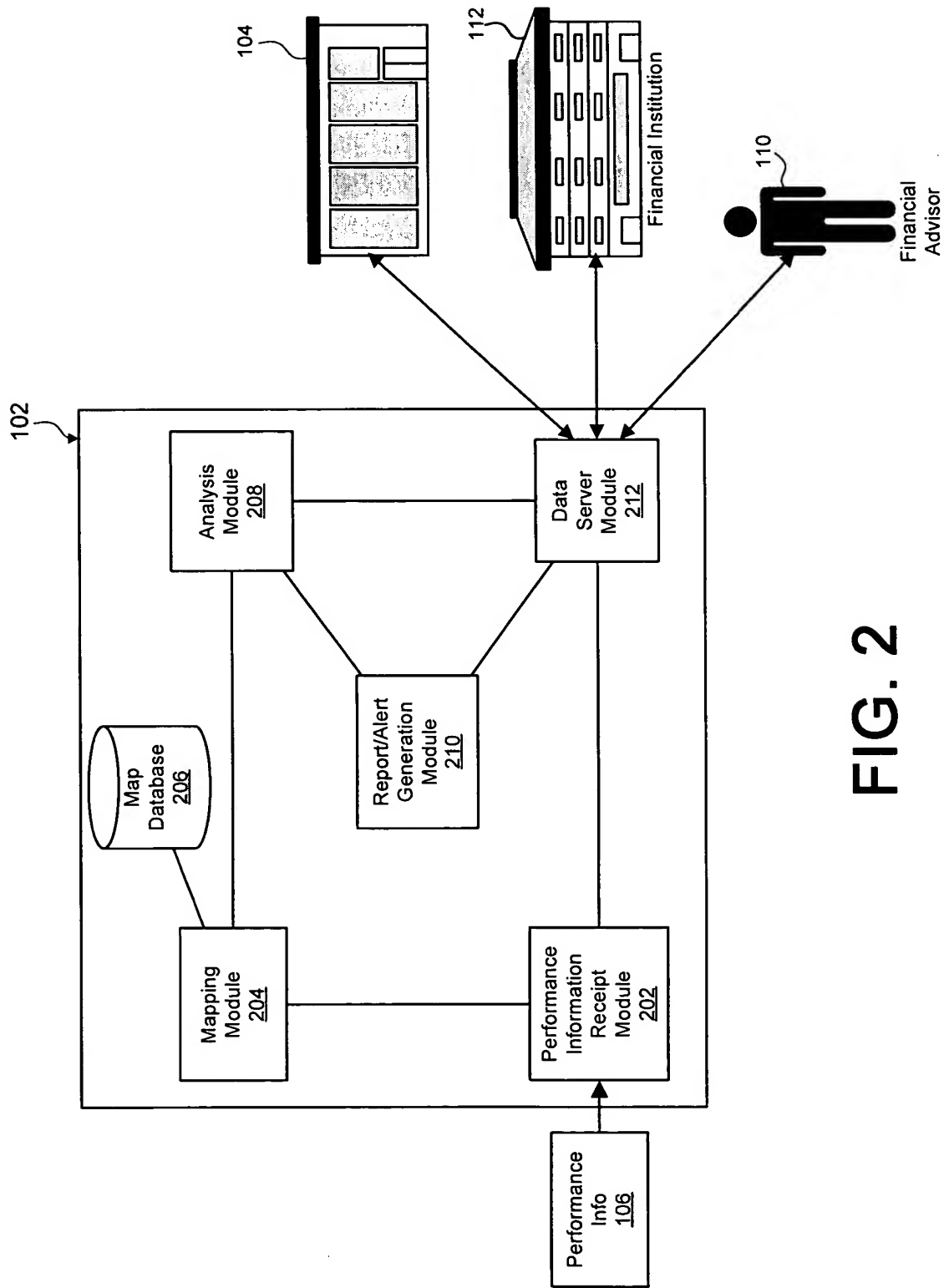
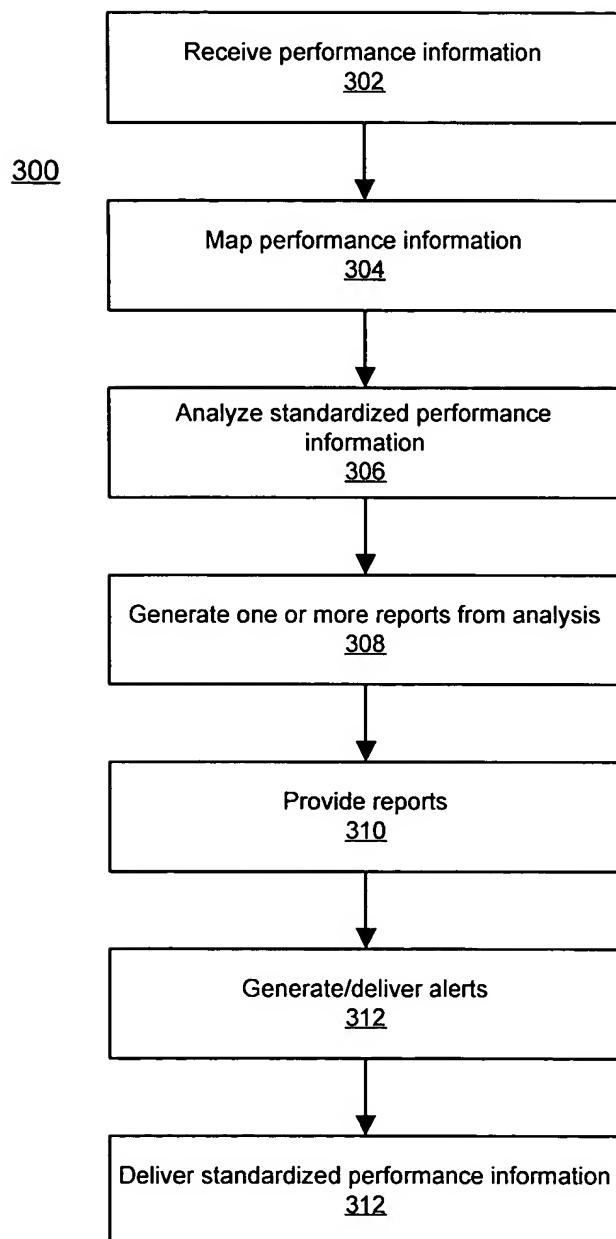


FIG. 2



**FIG. 3**

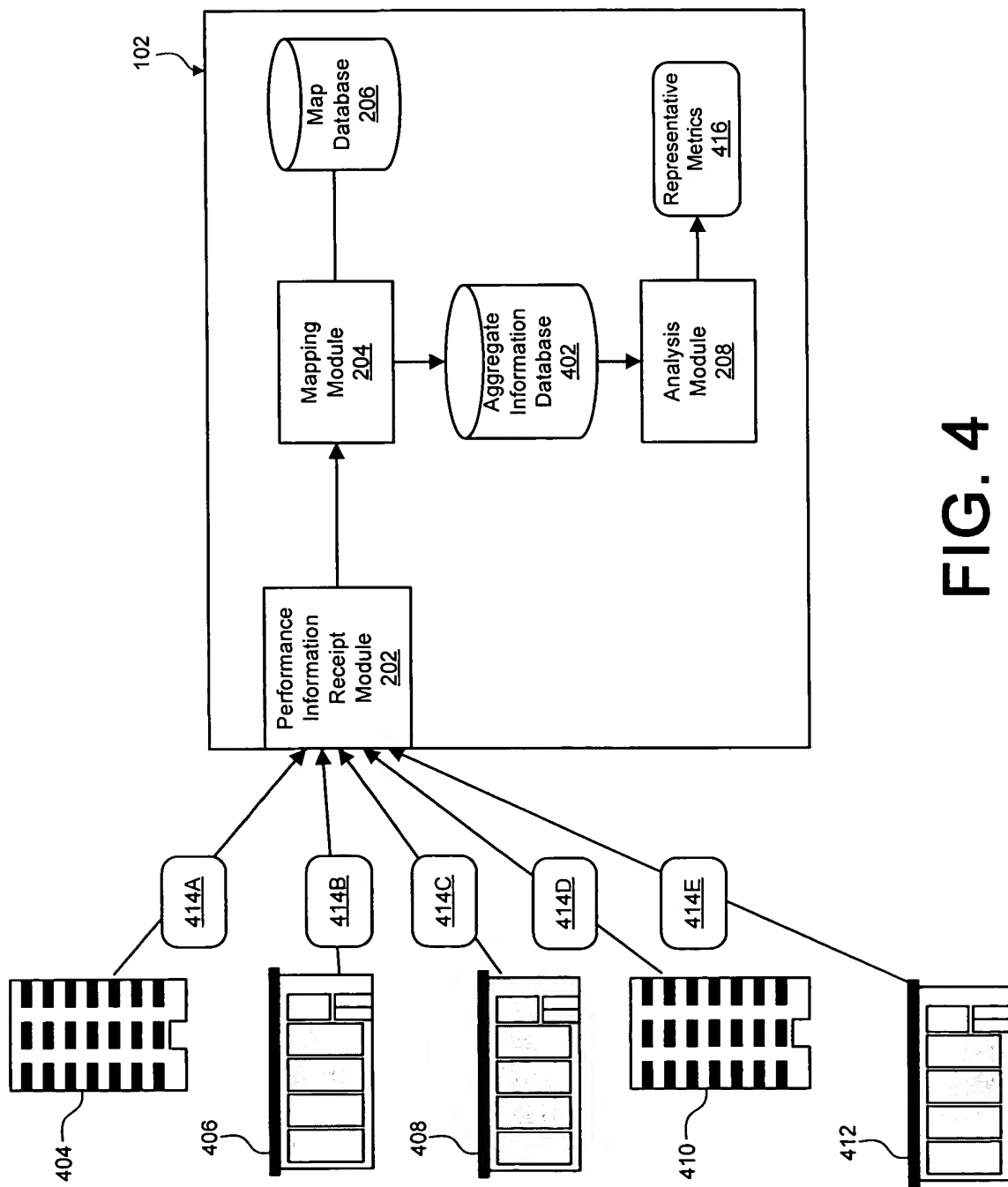
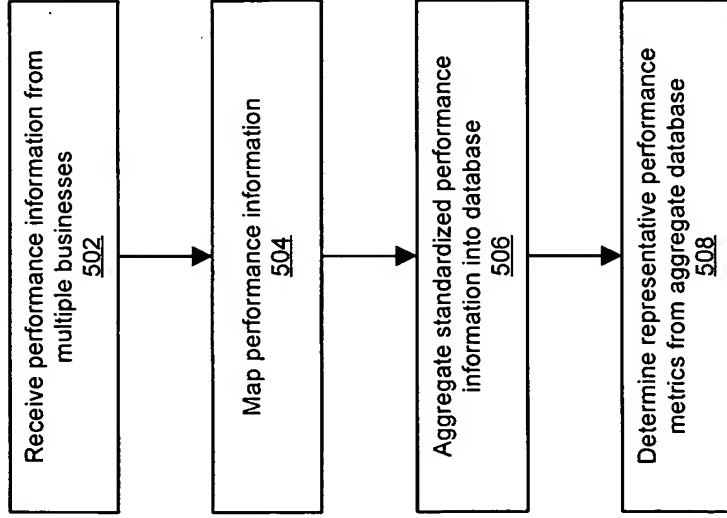
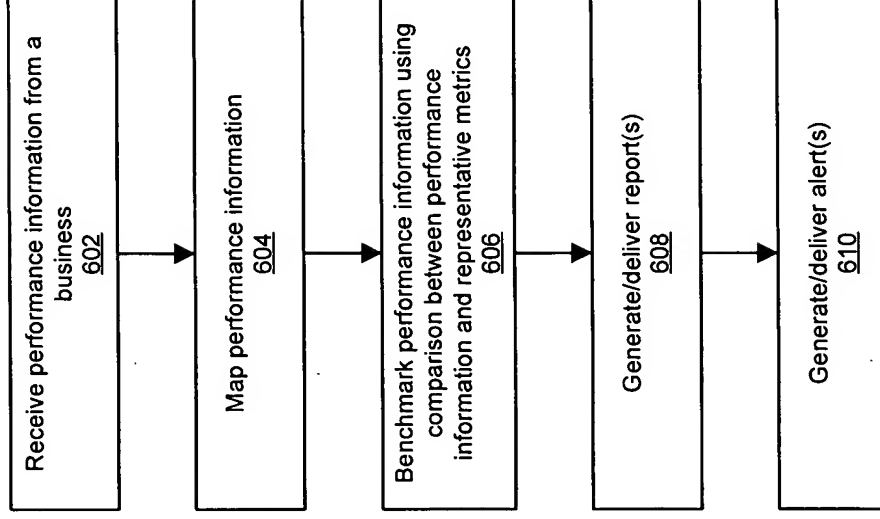


FIG. 4



500

FIG. 5



600

FIG. 6

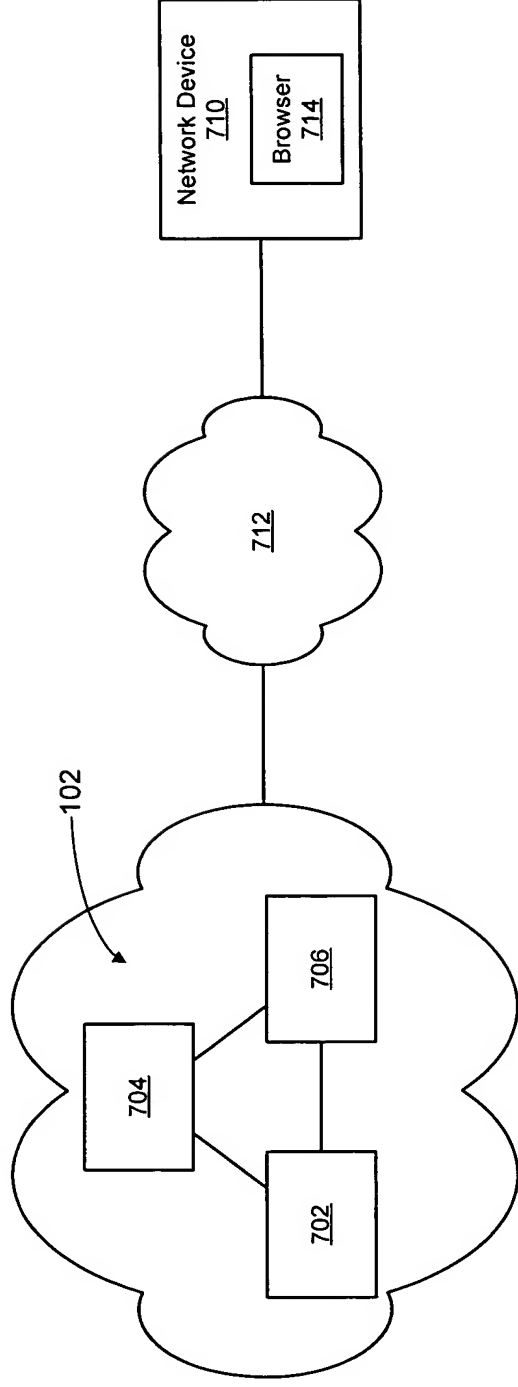


FIG. 7

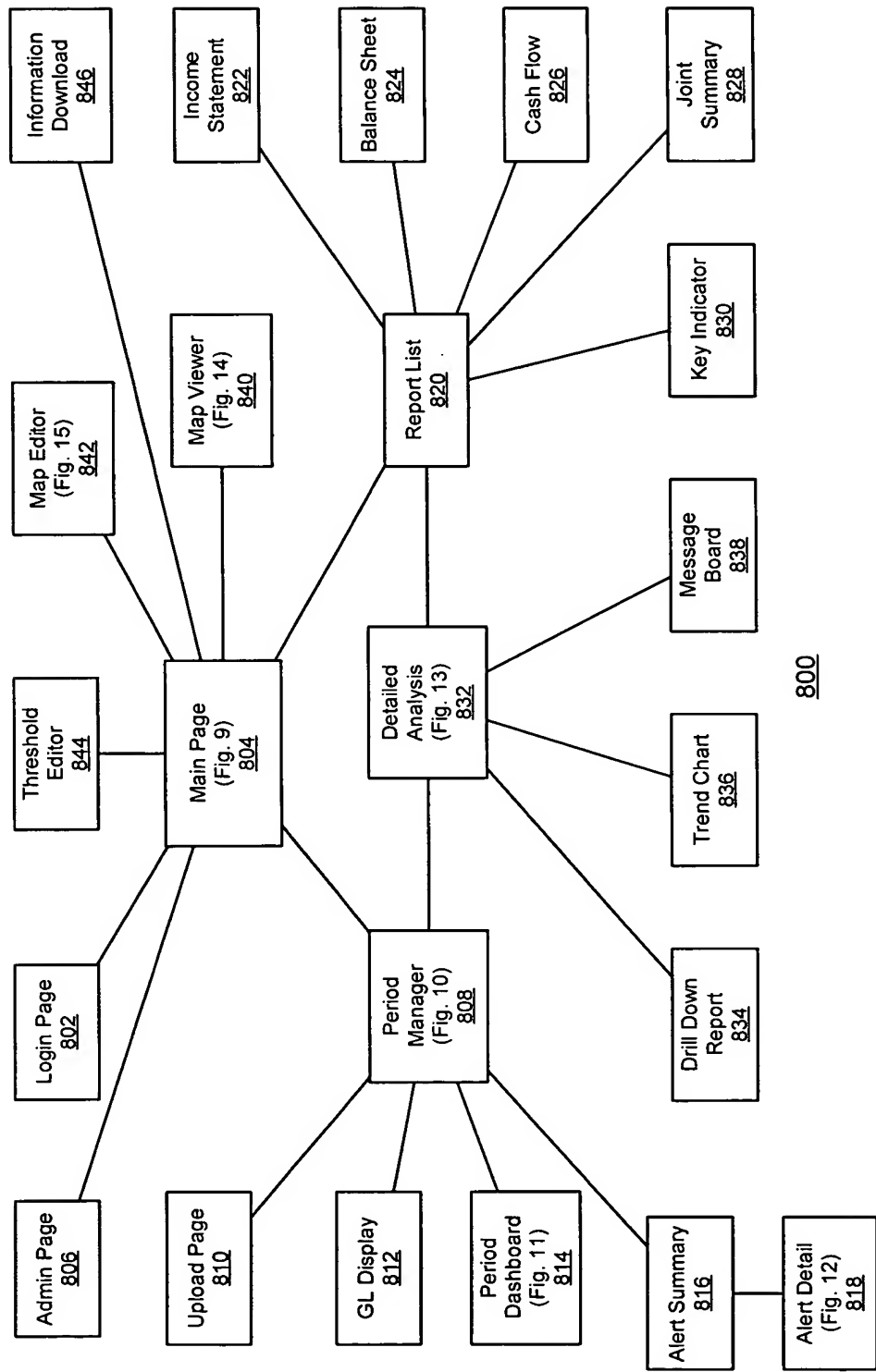


FIG. 8

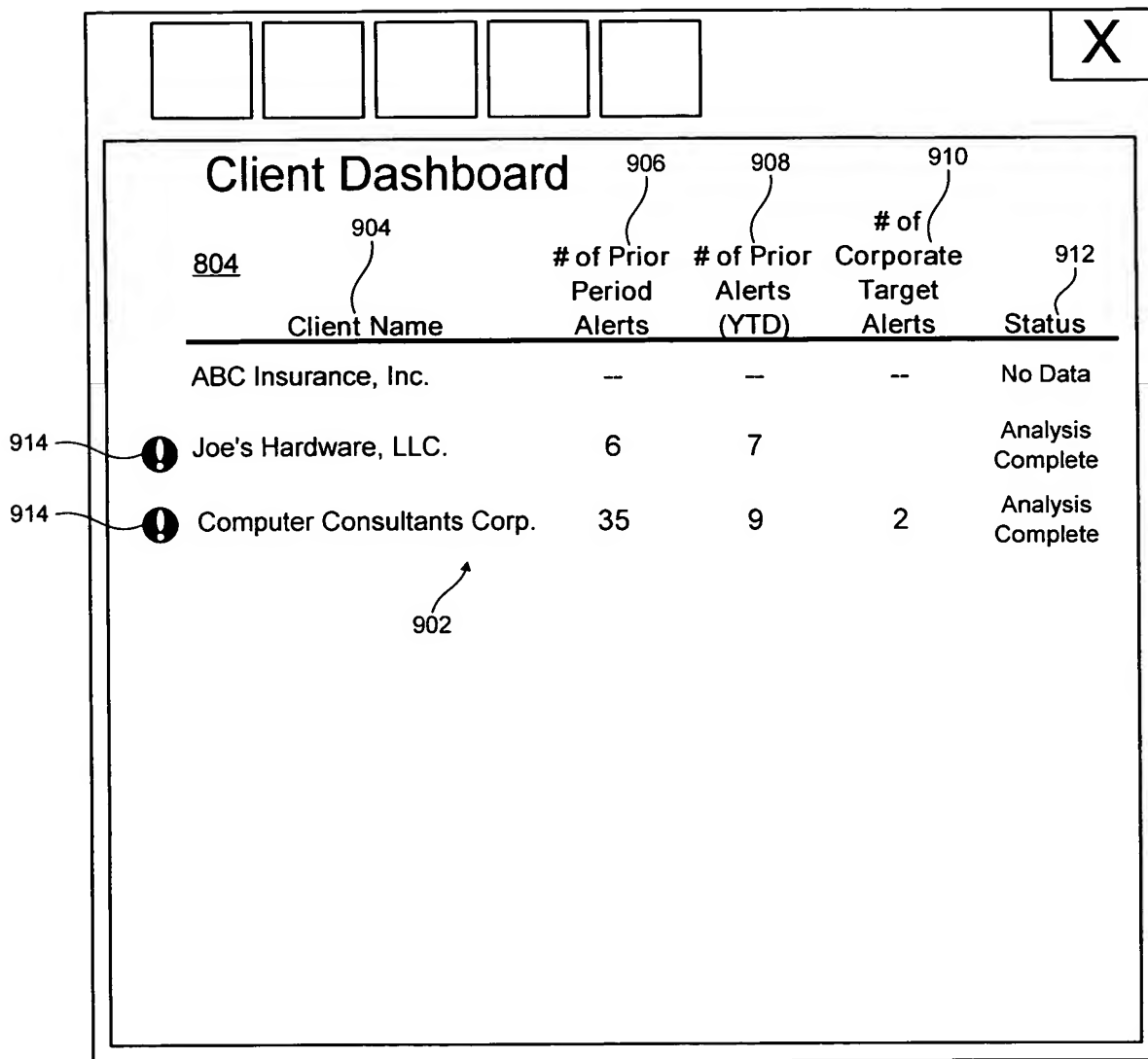


FIG. 9



X

## Joe's Hardware Period Manager

1002  
└─┐  
Period
1004  
└─┐  
Status
1008  
└─┐  
Map Status

808

|                |                   |             |         |            |
|----------------|-------------------|-------------|---------|------------|
| FY 2003        |                   |             |         |            |
| 4th Quarter    | Upload Data       |             |         |            |
| December 2003  | Upload Data       |             |         |            |
| November 2003  | Upload Data       |             |         |            |
| October 2003   | Upload Data       |             |         |            |
| 3rd Quarter    | Upload Data       |             |         |            |
| September 2003 | Upload Data       |             |         |            |
| August 2003    | Upload Data       |             |         |            |
| July 2003      | Upload Data       |             |         |            |
| 2nd Quarter    | Upload Data       |             |         |            |
| June 2003      | Analysis Complete | Current Map | View GL |            |
| May 2003       | Analysis Complete | Current Map | View GL |            |
| April 2003     | Analysis Complete | Current Map | View GL |            |
| 1st Quarter    | Upload Data       |             |         |            |
| March 2003     | Analysis Complete | Current Map | View GL |            |
| February 2003  | Analysis Complete | Current Map | View GL |            |
| January 2003   | Analysis Complete | Current Map | View GL |            |
| FY 2002        |                   |             |         |            |
| 4th Quarter    | Upload Data       |             |         |            |
| December 2002  | Analysis Complete | Old Map     | View GL | Update Map |
| November 2002  | Analysis Complete | Old Map     | View GL | Update Map |
| October 2002   | Analysis Complete | Old Map     | View GL | Update Map |

1006  
└─┐

1010  
└─┐

FIG. 10

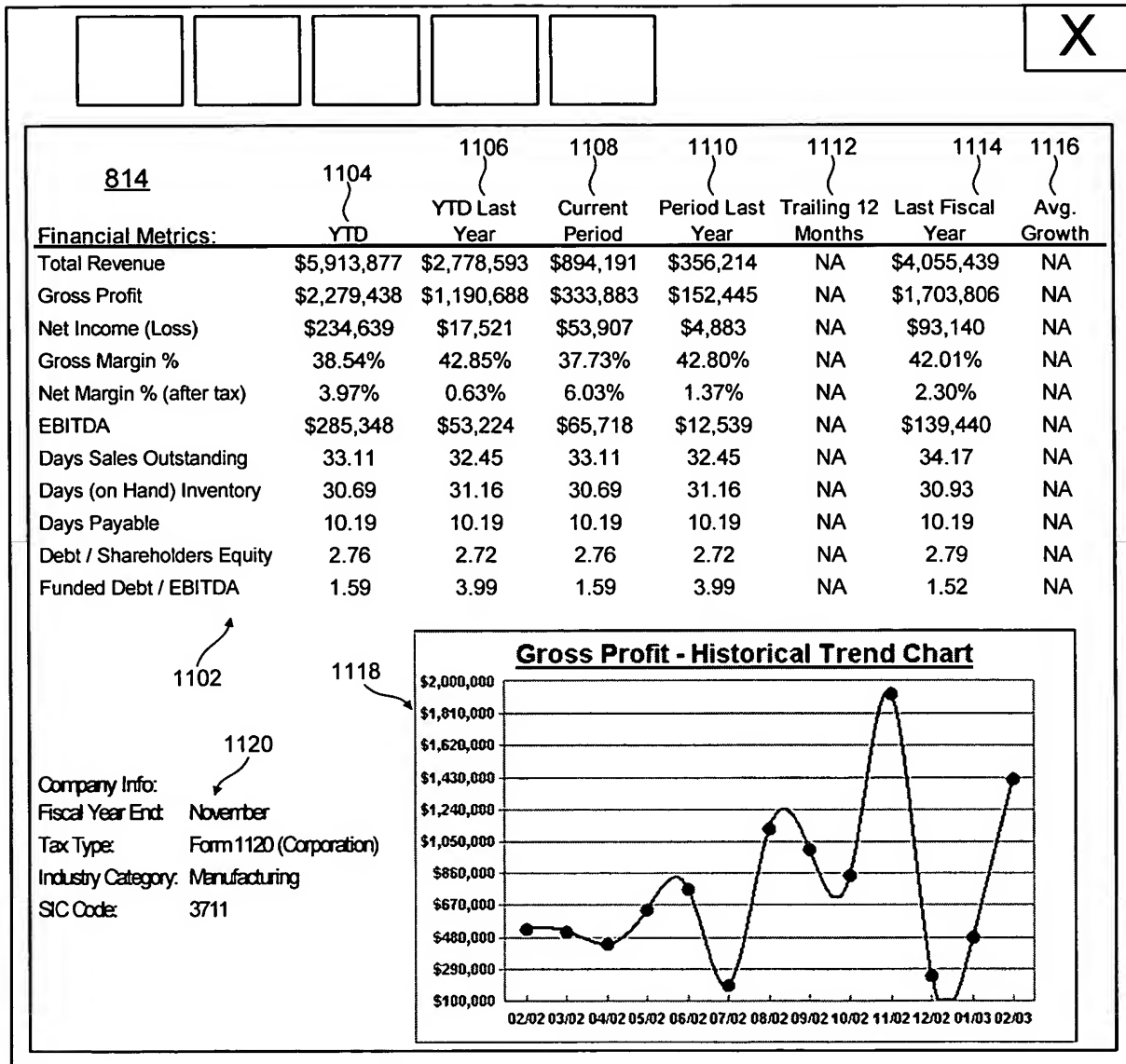


FIG. 11

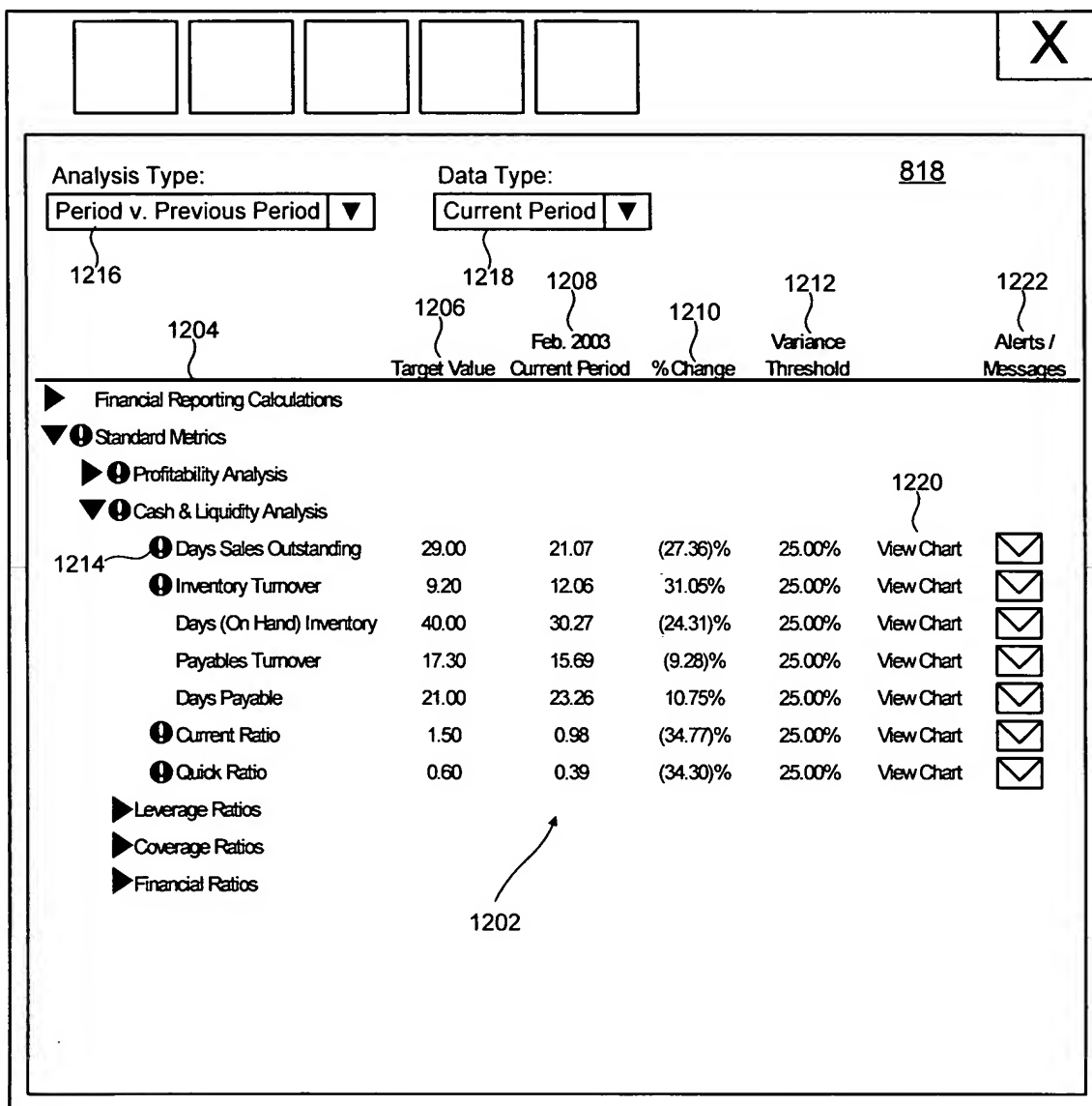


FIG. 12



X

## Joe's Hardware

View Account Map 1406

842

| Account # | Account Description        | Map # | Lead Description        | Amount          |
|-----------|----------------------------|-------|-------------------------|-----------------|
| 010-00-01 | Petty Cash: CP             | 101   | Cash & Cash Equivalents | \$1,242.45      |
| 010-00-08 | Cash On Hand: PS           | 101   | Cash & Cash Equivalents | \$50.00         |
| 015-00-00 | Cash In Bank Checking      | 101   | Cash & Cash Equivalents | -\$1,807,042.77 |
| 025-00-00 | Cash In Bank Savings       | 101   | Cash & Cash Equivalents | \$5,305.59      |
| 040-00-00 | A/R Trade                  | 102   | Accounts Receivable     | \$2,742,610.00  |
| 050-00-00 | Employee Advances: Temp    | --    | --                      | --              |
| 051-00-00 | Other Receivables          | 102   | Accounts Receivable     | \$63,991.47     |
| 055-00-00 | Chassis Receivable         | 102   | Accounts Receivable     | \$22,485.59     |
| 070-00-02 | Allow For Doubtful Account | 102   | Accounts Receivable     | -\$9,500.00     |
| 070-00-05 | Raw Material: CW           | 103   | Inventory               | \$1,549,426.64  |
| 070-00-08 | Raw Material: CC           | 103   | Inventory               | -\$8.68         |
| 071-00-08 | Raw Material: PS           | 103   | Inventory               | \$390,840.15    |

1402

1408

1410

1412

1404

FIG. 14

X

**842**

**Joe's Hardware**

**Map Editor**

1504      1502      1506      1508

| Account #                        | Description                     | Map #  |
|----------------------------------|---------------------------------|--------|
| <input type="checkbox"/> 200-001 | Cash                            | 101.01 |
| <input type="checkbox"/> 200-002 | Investments - Short Term        | --     |
| <input type="checkbox"/> 200-003 | Other Cash & Cash Equivalents   | 101.99 |
| <input type="checkbox"/> 200-004 | AR Trade                        | 102.01 |
| <input type="checkbox"/> 200-006 | Allowance for Doubtful Accounts | 102.03 |
| <input type="checkbox"/> 200-007 | Cost in Excess of Billings      | 107    |
| <input type="checkbox"/> 200-008 | Finished Goods                  | 103.01 |
| <input type="checkbox"/> 200-009 | Other Inventories               | 103.99 |
| <input type="checkbox"/> 200-010 | Due from Shareholders           | --     |
| <input type="checkbox"/> 200-011 | Prepaid Expense                 | 108    |
| <input type="checkbox"/> 200-012 | Other Current Asset             | 124.99 |
| <input type="checkbox"/> 200-013 | Equipment - Cost                | 126.03 |
| <input type="checkbox"/> 200-014 | Trucks - Cost                   | 126.05 |

1510

100 - Current Assets

▼ ☐ 101 - Cash & Cash Equivalents

1514 1516 ☐ 101.01 - Cash

☐ 101.02 - Investments - Short Term

☐ 101.99 - Other Cash & Cash Equivalent

▶ ☐ 102 - Accounts Receivable

▶ ☐ 103 - Inventory

☐ 104 - Loans and Notes Receivable

☐ 105 - Due from Shareholders

☐ 106 - Due from Related Parties

☐ 107 - Cost and Est. Earnings in Excess of Billings

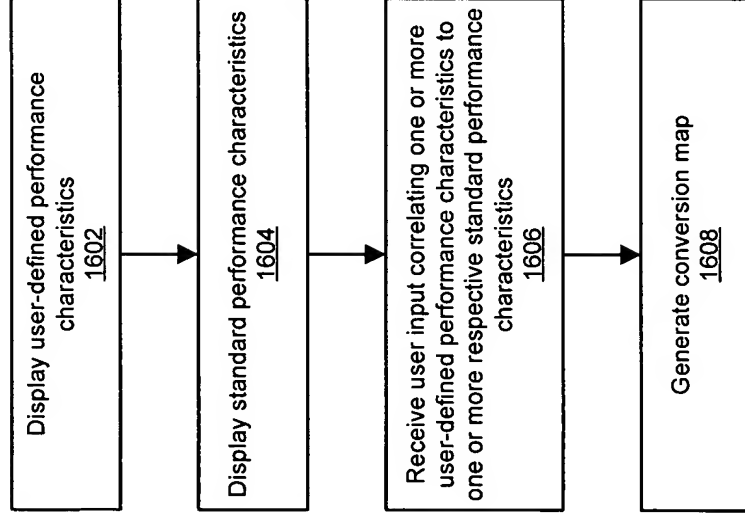
▶ 125 - Capital Assets

▶ 150 - Other Assets

▶ 200 - Current Liability

1512

**FIG. 15**



1600

**FIG. 16**

From: Bob Jones, CPA  
To: Earl Karl, CEO  
Subject: FINANCIAL ALERT: Joe's Seafood Shack, Inc. - Days Sales Outstanding

1700

## FINANCIAL ALERT

Alert Topic: Days Sales Outstanding - August 2003  
Alert Description: RE: YTD - Days Sales Outstanding is above Prior Period by 50%

Comments:  
Earl, DSO is up. I am going to fix this and bill you.

View Trend Chart: [Click Here](#)  
Add a Reply to this Alert: [Click Here](#) to reply.  
Log Into the Business Performance Management Website: [Click Here](#)

FIG. 17